Headquarters U.S. Air Force

Integrity - Service - Excellence

Acquisition Strategy and Draft RFP Discussion

Mrs. Susan Gill

AETC CONS/LGCK

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Acquisition Strategy

- **The SATOC acquisition strategy is undergoing internal reviews and approvals. Be advised, the strategy could change prior to issuance of the RFP. If the strategy is altered significantly, you'll be advised and information will be posted to the SATOC website and Fedbizops prior to publishing the final RFP.**

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Acquisition Strategy

- **Program Ceiling $10 B**
  - **Based on budget forecasts**
  - **Unpredictable world events (Rita, Katrina, Iraq)**
  - **Other federal agencies allowed to use**
- **Full Trade-Off Source Selection Procedures**
  - **Approximately 15-20 awards**
  - **Up to five 8(a) Set Aside**
  - **Up to one Service Disabled Veteran Owned Small Business Set Aside**
  - **Up to one HUBZone Small business Set Aside**

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Acquisition Strategy

- **Period of Performance**
  - **Ordering Period: 5 years plus 5 one-year options**
  - **Max Performance completion: 48 months thereafter**
  - **TO will specify period of performance**
- **Award by Jul 06**
- **We intend to award without discussions**

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Number of Contracts

- **Approximately 15-20 contracts to be awarded**
  - **Full and Open**
    - **Large business and Small business automatically evaluated**
    - **8(a), HUBZone, SDVOSB can elect to compete but must identify their intent to compete**
  - **Competitive Set Asides**
    - **Up to five 8(a) awards**
    - **Up to one HUBZone award**
    - **Up to one Service Disabled Veteran Owned Small Business award**
    - **Offerors with certifications in multiple small business categories can compete in applicable categories, but must identify their intent to compete**

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Choice of Competition

- **Offerors must identify the choice of Competition via Attachment L-1**
  - **Full and Open Competition**
  - **8(a) Set-Aside Competition**
  - **HUBZone Small Business Set-Aside Competition**
  - **Service Disabled Veteran Owned Small Business Set-Aside Competition**
- **Total number of awards will be based on the quality and quantity of proposals received**

Contract Specifics

- **Contract Types**
  - **Firm Fixed Price (FFP)**
  - **Cost Plus Fixed Fee (CPFF)**
    - **NAFI CLINS for both types**
- **Indefinite Delivery-Indefinite Quantity**
  - **Multiple Awards**
  - **Contractual Minimum Guarantee, Initial TO $2,500.00**
    - **SATOC Contractor School (SOW, Atch L-2)**
  - **Minimum TO size will be $20,000.00**
    - **Historical CONUS Average TO Size $ 730,000.00**
    - **Historical Min/Max TO $62K - $6.4M**
- **Maximum TO size will be $50 Million**

Teaming

- **Prime Contractors**
  - **Fully responsible for contract performance and submittals**
  - **Shall identify teaming partners**
    - **Each team partner must have TA/LOI provided in Vol 1, Contracting**
    - **Subcontractors without a TA/LOI will not be considered or evaluated as part of the team**
    - **Team members will be written into the contract, reference H013, Teaming Arrangements**
      - CO must approve any deviation from teaming arrangement
  - **Prime can only be awarded one contract as a prime or as part of a Joint Venture**

Bonding

- **FAR 28.102-3 – Performance and Payment Bonds required for construction contracts greater than $100,000**
  - **52.228-15 Performance and Payment Bonds, Construction**
- **Exceptions**
  - **DFARS 228.102**
    - **Waives performance and payments bonds for cost-reimbursable contracts however,**
    - **Prime must obtain from each of its construction subcontractors performance and payments bonds for construction subcontracts greater than $100,000 in accordance with DFARS 228.102-1.**

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Bonding

- **Miller Act allows CO to waive requirement for performance and payment bonds for any construction contract greater than $100,000 for work in a foreign country**
  - **Will be determined at TO level**

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Terms/Conditions

- **H016, Performance Agreement**
  - **Contractor agrees work will be performed in any location where AFCESA customers have needs; including remote, austere and hostile environments or,**
  - **Contractor agrees work will be performed in any location where AFCESA customers have needs, but will not work in hostile environments**
    - **Be sure to complete and include in Vol 1, Contracting**
- **H015 – Key Personnel proposed are written into the contract**
  - **Program Manager, Program QA/QC Manager, Program Construction Manager and Program Health and Safety Manager**
  - **ACO and PM notified of changes 10 days in advance and gov't reserves the right to reject proposed change**
- **H038, Status of Forces Agreements –**
  - **Incorporated at Task Order level**

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Fair Opportunity

- **H032 Fair Opportunity**
  - **Each order >$2,500, each awardee provided a fair opportunity and is considered**
    - **Exception: Urgency, highly specialized capability, logical follow-on or satisfying a minimum guarantee**
  - **Gov't will first evaluate data already previously obtained**
    - **Original proposal data**
    - **Past performance**
    - **Awardees capabilities regarding functional or technical aspects of requirement**
    - **Other factors determined by CO**
    - **Gov't may request additional data**

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Fair Opportunity

- **After proposals requested and received**
  - **Integrated evaluation will be conducted**
    - **Past Performance**
    - **Technical and/or managerial expertise**
    - **Cost/price**
    - **Capacity**
    - **Small Business Subcontracting Participation**
    - **Other factors added by CO**

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Pre-Award Reviews

- **Offeror's without an approved accounting system should request a review through the SATOC website or by contacting the CO**

- **All offerors and teaming partners performing more than 20% or more of the work – register on SATOC website for Financial Review**

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Schedule

Milestone Dates

(dates are approximate and subject to change without notice)

- **RFP Release** — **15 Dec 05**
- **Past Performance Information Due Government** — **30 Jan 06**
- **Proposals Due** — **15 Feb 06**
- **Awards** — **Jul 06**

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Scope of Work and Evaluation Criteria

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SOW Overview

- Work Classification
- S/R&M Requirements
  - Programs
  - Approvals
- Construction Requirements
- Delivery Types

Work Classification

- Three general categories:
  - Maintain
  - Repair
  - Construct

Work Classification describes the nature of work to be accomplished on facilities and infrastructure.

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Maintain / Sustainment

- **Work required to *preserve* real property systems or components and prevent premature failure or wearing out of the same. Includes work to prevent and arrest component deterioration, as well as landscaping or planting work which is not capitalized.**
  - **Protective Coatings (Paint)**
  - **Landscaping**
  - **Cathodic Protection**
  - **Fog/Chip Seal or Pothole repair**

Source: AFI 32-1032

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Repair / Restoration

- **Work to *restore* real property systems or components to such condition that they may effectively be used for their designated functional purposes. …Need not have failed to permit a repair project.**
  - **Repair by replacement**
  - **Rectify Code Deficiencies**
  - **All Interior Rearrangements (including load-bearing members)**
  - **Utility Modifications for Current Usage**
  - **Installation of Mezzanines**
  - **Replacement of roofs, utility systems, pvmts**
  - **Force Protection**

Source: AFI 32-1032

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Construct / Modernization

- To build, develop, convert, or extend real property systems or components
  - Creating new or enlarging (volume or footprint)
  - Facility Replacement
  - Conversion (change in functional use)
  - Installing Air Conditioning
  - Relocating Facilities
  - Upgrading surface of unpaved transportation systems
  - Repair that entails complete replacement of vertical section of building AND includes a substantial portion of its foundation

Source: AFI 32-1032

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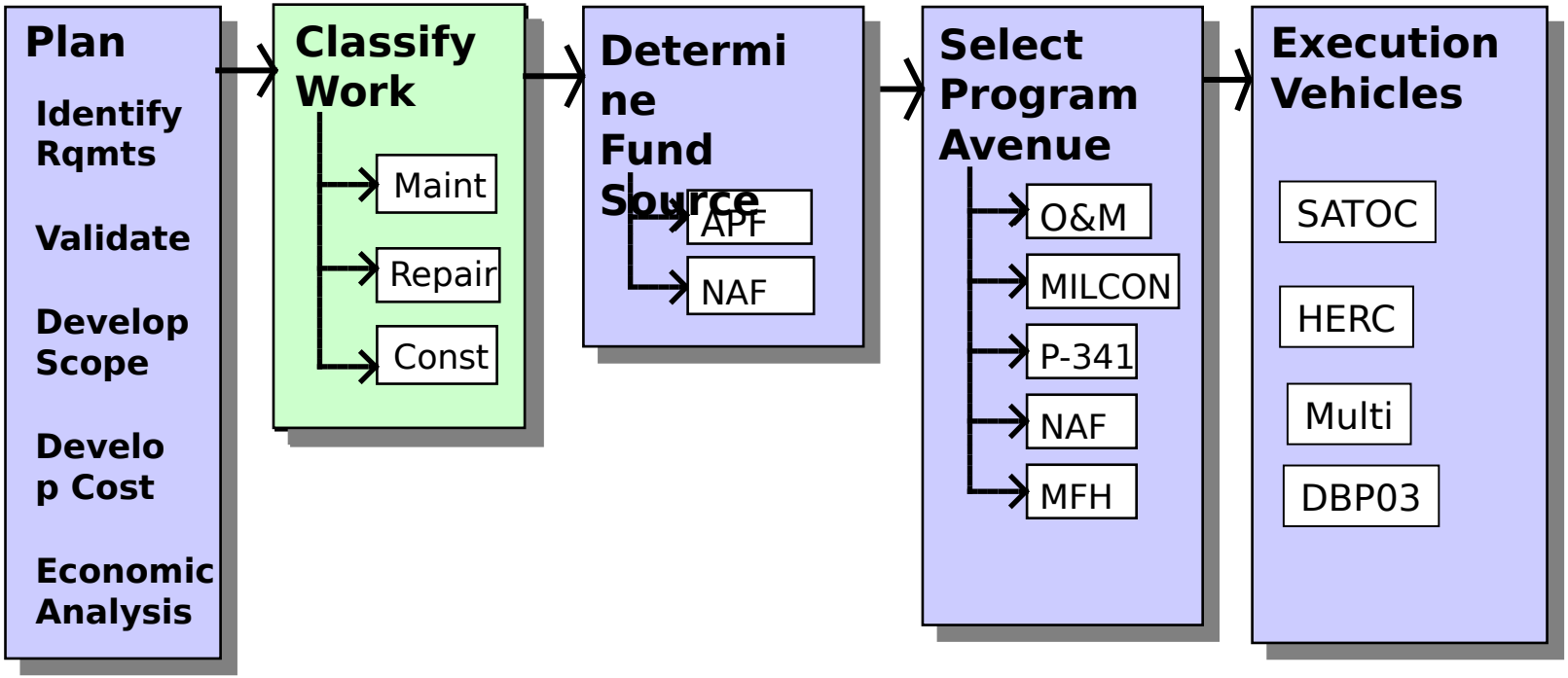
Air Force Programs



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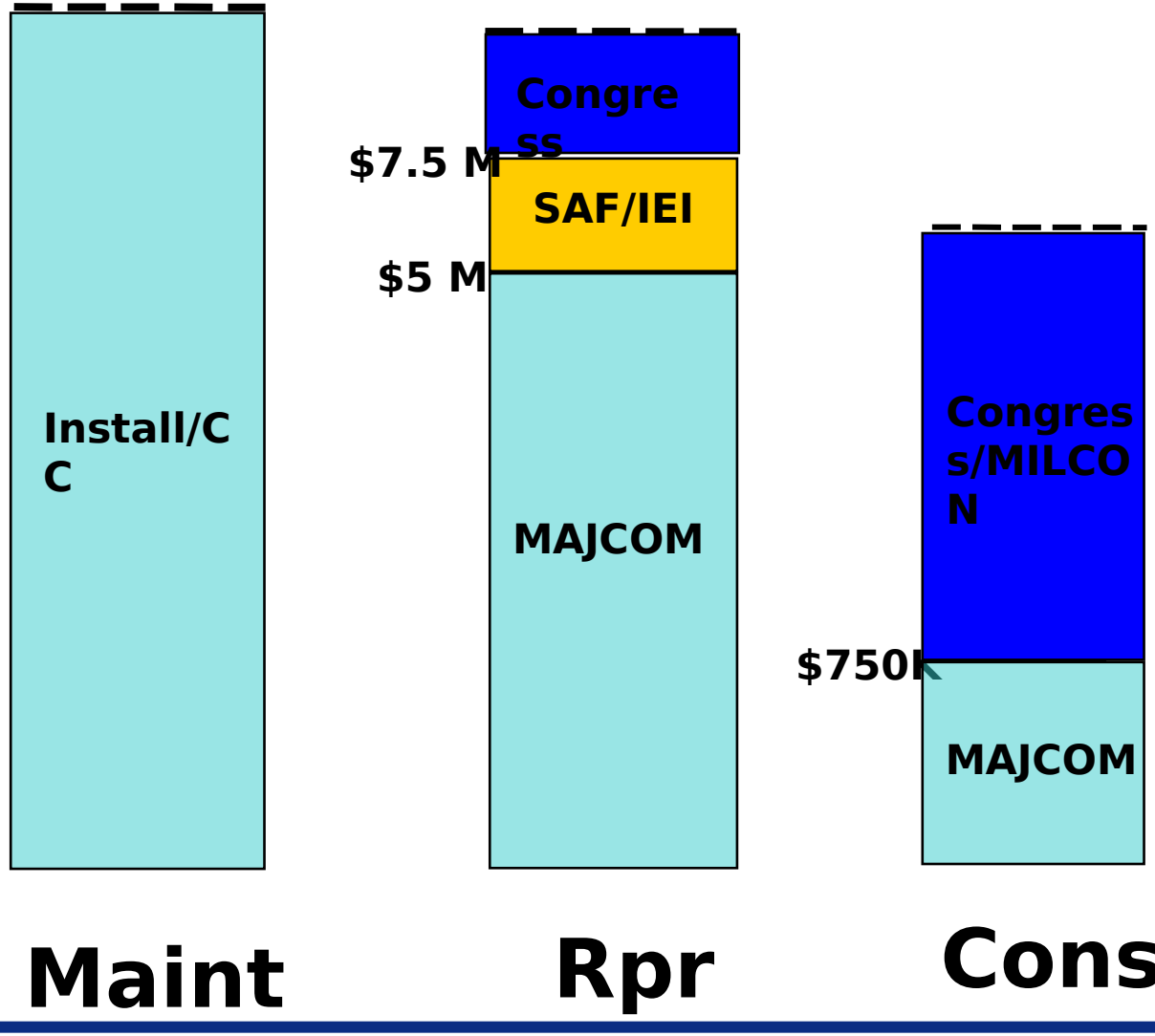
Approval Authorities



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S/R&M Requirements Outlook

- **FY 07-11 FYDP for Restoration and Modernization**
  - **Approximately $4B**
- **Sustainment is much larger however primarily locally executed**
- **Defense Energy Support Center**
  - **$80 - $250M year estimated**
- **Contingency / Disaster Response**
  - **Unpredictable**

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SATOC Construction Requirements

- SATOC is a construction contract
- A Project Management Plan (PMP) is required for all task orders
  - WBS
  - Quality Control and Health/Safety Plan
  - Project Schedule
  - Additional requirements are listed in the SOW
- Construction Management and Documentation
- Site security and safety
  - Remote, Austere, and Hostile Locations Possible

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Delivery Types

- **Turn – key**
  - **Manage/coordinate all facility delivery activities**
- **Design Build / Design Build Plus**
  - **Professional AE services and CD assist**
- **Concept Work Plan / Implementation Work Plan**
  - **SATOC contractor not AE of Record**
- **Traditional Construction**
- **Maintenance activities**

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Mission Capability Evaluation Criteria

- 1.1 Resources
- 1.2 Management Approach
- 1.3 Sample Task Order
- 1.4 Small Business Participation

Sub-factors 1.1 and 1.2 are equally important. Sub-factor 1.3 is less important than 1.1 and 1.2. Sub-factor 1.4 is less important than 1.3

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Sub-Factor 1.1 - Resources

- Key Personnel
- Prime Resources
- Team Resources
- Geographically Dispersed
- Remote, Austere, and Hostile capabilities
- Bonding Capacity

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Key Personnel

- **Program Manager**
  - **Technical bachelor's degree**
  - **Program Management Experience**
    - **10 years minimum**
    - **7 years minimum in construction**
    - **4 years minimum in DoD construction**
  - **Professional registration requirement removed**
  - **Will be evaluated using resumes and organizational chart**
  - **Desirables: None**

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Key Personnel

- **Program Construction Manager**
  - **Bachelor's degree requirement to be removed**
  - **Construction Management Experience**
    - **10 years minimum construction experience**
    - **5 years minimum in construction management**
    - **4 years minimum in DoD construction**
  - **Will be evaluated using resumes and organizational chart**
  - **Desirables: Bachelor's degree**
    > 15 years construction experience

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Key Personnel

- **Program QA/QC Manager**
  - **Bachelor's degree in technical field**
    - **8 years of additional experience can substitute**
  - **QA/QC Experience**
    - **10 years minimum construction experience**
    - **5 years minimum in construction QA/QC**
  - **Will be evaluated using resumes and organizational chart**
  - **Desirables: > 15 years construction experience**

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Key Personnel

- **Program Health and Safety Manager**
  - **Bachelor's degree in relevant field**
    - **8 years of additional relevant experience can substitute**
  - **Health and Safety Experience**
    - **10 years minimum construction experience**
    - **5 years minimum in construction health and safety**
  - **Will be evaluated using resumes and organizational chart**
  - **Desirables: none**

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Bonding Capacity

- **Revised per Industry Feedback**
- **Letter from surety on surety letterhead**
- **Minimum Bonding Requirements (excess):**
  - **Full and open competition: $25M**
  - **8(A) set asides: $10M**
  - **Hubzone: $10M**
  - **SDVOSB: $10M**
- **Desirable: Demonstrate capacity above minimum**

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Sub-Factor 1.2 – Management Approach

- **Team management**
  - **CONUS and OCONUS**
  - **Geographically Dispersed TOs**
- **Processes to manage QA/QC and Health/Safety**
- **Processes for Cost, Schedule, and Quality management**
- **Evaluated using descriptions provided by offeror**
- **Desirables: Prime using own resources to manage**

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Sub-Factor 1.3 - Sample Task Order

- **Statement of Work**
  - **New construction – approx 3000 sf facility**
  - **General concept provided**
  - **Location: 250 miles from local office assumed**
- **Project Management Plan**
- **Proposal – reasonable estimates**
  - **Direct material, labor, equipment costs provided**
  - **No need for sub-contract quotes**
- **Implementation Work Plan**
- **Desirables: None**